

Message Text

UNCLASSIFIED

PAGE 01 MOSCOW 10868 281423Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
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FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 338
USDOC WASHDC

UNCLAS MOSCOW 10868

FOR USDOC PASS BEWT/TDAD (STECHSCHULTE)

E. O. 11652: N/A
TAGS: BEXP, UR
SUBJECT: FISCHBACH AND MOORE WINS WORLD TRADE CENTER CONTRACT

1. F&M SYSTEMS, DALLAS BASED SUBSIDIARY OF CONTRACTOR FISCHBACH AND MOORE SIGNED CONTRACT JULY 15 WITH PROMMASHIMPORT FOR APPROXIMATELY \$6.5 MILLION OF COMMUNICATIONS EQUIPMENT FOR MOSCOW WORLD TRADE CENTER. TERMS OF CONTRACT CALL FOR U.S. COMPANY TO SUPPLY CENTER WITH CLOSED CIRCUIT TELEVISION, TELEVISION ANTENNA AND DISTRIBUTION, BROADCAST VIDEO, RADIO/MUSIC/PAGING AND FIRE MESSAGE, GENERAL AUDIO AND SOUND REINFORCEMENT, INTERCOMMUNICATIONS, WIRELESS PAGING, SIMULTANEOUS INTERPRETATION, AND CONDUIT DRAWINGS FOR TELEPHONE SYSTEM. F&M'S CHIEF COMPETITION ON CONTRACT WAS RCA, GT&E, AND ITT.

2. UNDER TERMS OF CONTRACT SUPPLIER WILL SHIP ALL EQUIPMENT AND DOCUMENTATION NOT LATER THAN NOVEMBER 15, 1978. COMPLETION OF INSTALLATION SCHEDULED FOR MAY 1979. F & M EXPECTS TO HAVE CONTINGENT OF BETWEEN 15 AND 25 IN MOSCOW WORKING ON PROJECT.

3. COMMENT: THIS CONTRACT SHOULD BE ONE OF LAST SIZEABLE ACCORDS TO BE REACHED ON WORLD TRADE CENTER PROJECT. IN APPARENT EFFORT TO SAVE MONEY SOVIETS HAVE OPTED TO NEGOTIATE SEPARATE CONTRACTS FOR VARIOUS ASPECTS OF CENTER'S
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CONSTRUCTION RATHER THAN REACH SINGLE AGREEMENT WITH GENERAL CONTRACTOR AS IS USUAL PRACTICE. THIS DECISION APPEARS TO HAVE COST SOVIETS IN TERMS OF BOTH TIME AND MONEY. TYPICALLY, INDIVIDUAL CONTRACTS ON CENTER HAVE INVARIABLY BEEN SIGNED LATER RATHER THAN SOONER FOR FIGURES SUBSTANTIALLY HIGHER THAN ORIGINALLY ANTICIPATED. INDIVIDUAL NEGOTIATING SESSIONS HAVE BEEN LENGTHLY AND DRAWN OUT. F & M'S

FINAL CONTRACT TALKS WERE TO BE CONCLUDED IN "A FEW DAYS" BUT
DRAGGED ON FOR THREE WEEKS AND AGREEMENT WAS REACHED ONLY
AT MIDNIGHT ON THE EVE OF F&M NEGOTIATOR'S DEPARTURE FROM
SOVIET UNION.
TOON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Sent Date: 28-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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Executive Order: N/A
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Expiration:
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SAS ID: 1960227
Secure: OPEN
Status: NATIVE
Subject: FISCHBACH AND MOORE WINS WORLD TRADE CENTER CONTRACT
TAGS: BEXP, UR
To: STATE COM
Type: TE
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